

## Farm Freshness Delivered



Silogy is commercialising a technology to convert silk to hydrated silk in an aqueous medium that can provide a biocompatible, flexible and transparent material for applications in various industries. The target beachhead market is fruit preservative coatings.

### Problem

In developing countries like India, 40 Million Metric Tonnes of fruits are wasted along the supply chain worth \$USD 13 billion due to lack of cold chain infrastructure and cold storage facilities.



### Market

Total Available Market: USD 570 Million

Indian Fruit and Vegetable Exports

1105278 MT

Serviceable Market: USD 223.89 Million

Fruit Exports  
320900 MT

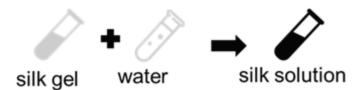
Target Market: USD 59.28 Million  
Indian Mango Exports  
49180 Metric Tonnes

### Solution



A novel silk-based bio-material fruit coating in gel form

- Keep freshness of fruits without being refrigerated,
- extend **2 – 3 X** shelf life
- **100% biocompatible**, washable, digestible ...
- **Antibacterial** and antifungal
- Low oxygen permeability
- **Easy to use**



dip-coating



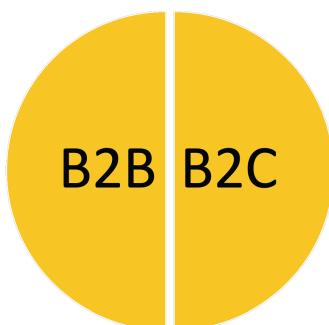
spray-coating

### Business Model

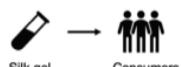
Partnerships/Sales to Exporters and Distributors



Price: \$500/kg gel  
Unit Margin: 70%

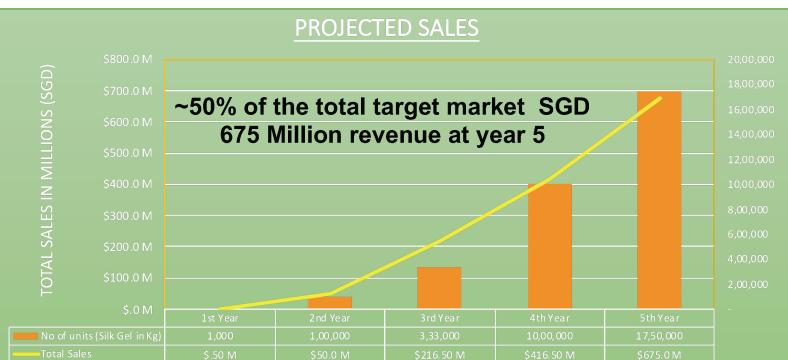


Direct to Customers



Price: \$5.99/tube  
Unit Margin: 52%

### Financial Analysis



### Competitive Landscape

Company	Cost Efficiency	Multi-Phasic	Washable	Anti-microbial	Digestible	Long Life Span	B2C Market Presence
Silogy	✓	✓	✓	✓	✓	✓✓✓	✓
Cambridge Crops	✓	✗	✓	✓	✓	✓	✗
APEL SCIENCES	✗	✓	✗	✓	✗	✓✓	✗
QBT	✗	✗	✗	✗	✗	✓✓	✗
Other Wax-Based Coating Companies	✗	✗	✗	✗	✗	✓✓	✗

### Funding and Valuation

Net Funding Req = \$12 Million

Profit = \$ 1 Billion in 5 Years time

#### Use of funds:

- Initial product testing & development
- Product Launch in the Indian Market

#### Exit strategy:

Potential acquisition by the major 'Food Origination, Packaging and Distribution'



30% Equity on offer at Seed Stage.

Seed Funding:  
**USD 500,000**

Series A:  
**USD 5.5 Million**

Series B:  
**USD 5.5 Million**

Valuation (at 1.25X):  
**USD 610 Million**  
**SGD 845 Million**